

## Message Text

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TO USMISSION GENEVA PRIORITY

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E.O. 11652: N/A

TAGS: ECE, ETRD

SUBJECT: ECE -- SECOND INFORMAL MEETING OF TRADE EXPERTS

REF: A) GENEVA 1114; B) STATE 26481

1. PLEASE TRANSMIT QUESTIONS ALONG THE LINES INDICATED  
BELOW TO ECE SECRETARIAT FOR DISCUSSION AT SECOND INFORMAL  
MEETING OF TRADE EXPERTS, MAY 26-28, 1976.

2. THE PAPER PREPARED BY PROF. WITOLD TRZECIAKOWSKI FOR  
SECOND INFORMAL MEETING OF TRADE EXPERTS, "FOREIGN TRADE  
RATIONALITY IN A PLANNED ECONOMY" (TRADE/R.330 AND TRADE/  
R.330/ADD. 1), OUTLINES A METHOD PLANNERS MAY USE TO  
OPTIMIZE BENEFITS OF FOREIGN TRADE. CAN THE REPRESENTATIVES  
FROM THOSE COUNTRIES IN WHICH PLANNING PLAYS A CENTRAL ROLE  
COMPARE THE FUNCTIONING OF THEIR FOREIGN-TRADE SYSTEMS WITH  
THE MODEL PUT FORWARD BY PROF. TRZECIAKOWSKI?

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3. SPECIFICALLY, RESPONSES DEALING WITH THE FOLLOWING AREAS

WOULD INCREASE UNDERSTANDING OF THE OPERATION OF CENTRALIZED FOREIGN TRADE SYSTEMS AND ASSIST EFFORTS TO EXPAND TRADE ON A MUTUALLY BENEFICIAL BASIS, IN ACCORDANCE WITH THE CSCE FINAL ACT:

-- WHAT DIFFICULTIES ARE INVOLVED WITH PUBLICIZING CALCULATIVE PRICES, MARGINAL RATES, AND OTHER CENTRALLY DETERMINED PARAMETERS?

-- WHAT PROBLEMS ARE ENCOUNTERED OR ENVISIONED IN ATTEMPTING TO USE EXCHANGE RATES AS INSTRUMENTS OF DECISION-MAKING OR IN ATTEMPTING TO LINK DOMESTIC TO CALCULATIVE OR WORLD-MARKET PRICES?

4. HOW MAY POTENTIAL SUPPLIERS OBTAIN COMPLETE AND CURRENT INFORMATION ON FOREIGN TRADE PLANS, LICENSING PROCEDURES, AND TRADE REGULATIONS?

5. WHAT ARE THE VIEWS OF THE EASTERN COUNTRIES ON THE COLLECTION, PUBLICATION, AND DISTRIBUTION OF INFORMATION ON PROCEDURES BY WHICH WESTERN FIRMS AND BANKS MAY ESTABLISH REPRESENTATIONS IN EASTERN COUNTRIES?

6. WHAT STEPS CAN BE TAKEN TO INCREASE THE INVOLVEMENT OF SMALL AND MEDIUM-SIZED FIRMS IN EAST-WEST TRADE?

7. FYI: WHILE CSCE FINAL ACT ENVISIONS THAT SIGNATORY NATIONS WILL ENDEAVOR TO REDUCE OR PROGRESSIVELY ELIMINATE OBSTACLES TO TRADE, WE BELIEVE THAT DISCUSSION OF TARIFFS, QRS, AND OTHER NTMS SHOULD TAKE PLACE IN BODIES ALREADY INVOLVED WITH THOSE SUBJECTS. OUR QUESTIONS ARE INTENDED TO KEEP DISCUSSION AWAY FROM POLEMICS AND AWAY FROM ISSUES UNDER NEGOTIATION IN OTHER BODIES. OUR OBJECTIVE IS TO PRODUCE AN OPEN AND REALISTIC DISCUSSION WHICH WILL CONCENTRATE ON MEASURES WHICH MAY BE TAKEN TO INCREASE TRADE AND THE FLOW OF ECONOMIC AND COMMERCIAL INFORMATION IN THE SPIRIT OF THE FINAL ACT AND COMMISSION'S RECENT DECISION ON SELECTED TOPICS FOR SPECIAL ATTENTION (E/ECE(XXXI)IL.15). KISSINGER

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